



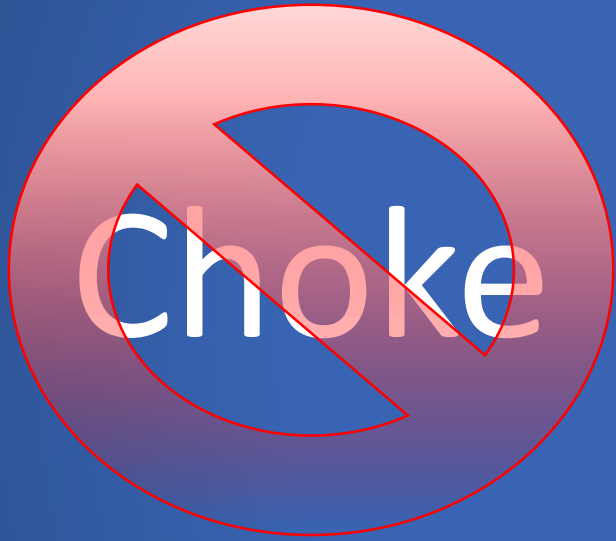
# Convergence

2019 MATRC Summit

What does Convergence look like to you?



Agenda

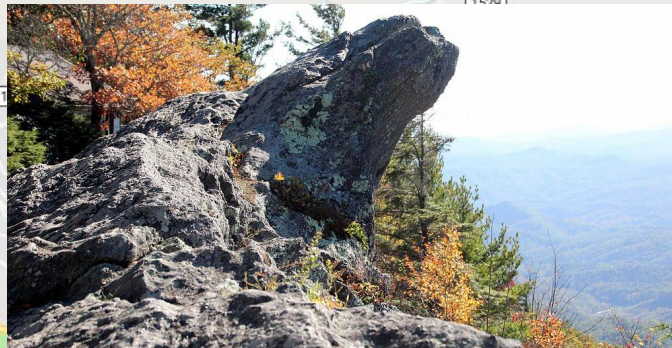
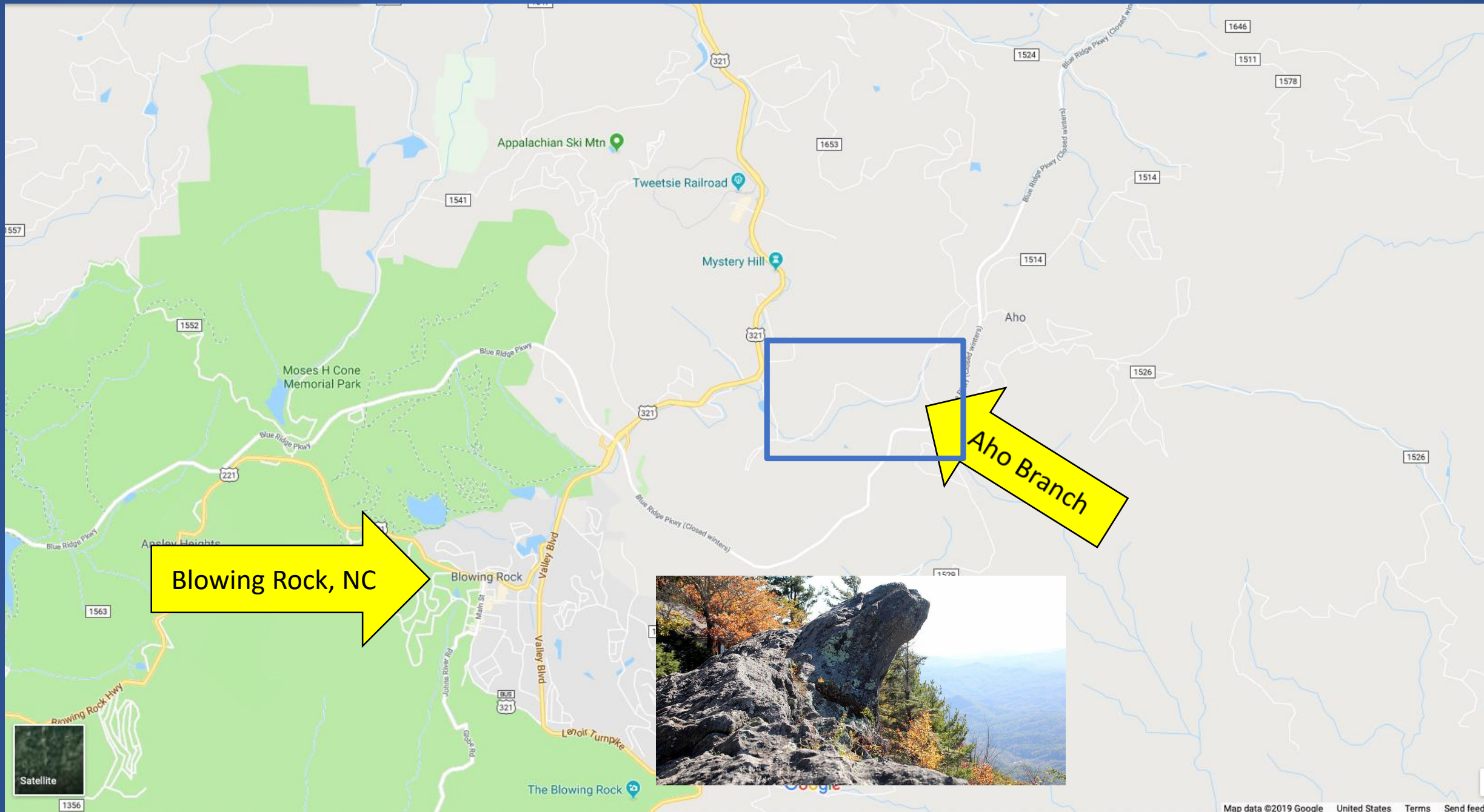


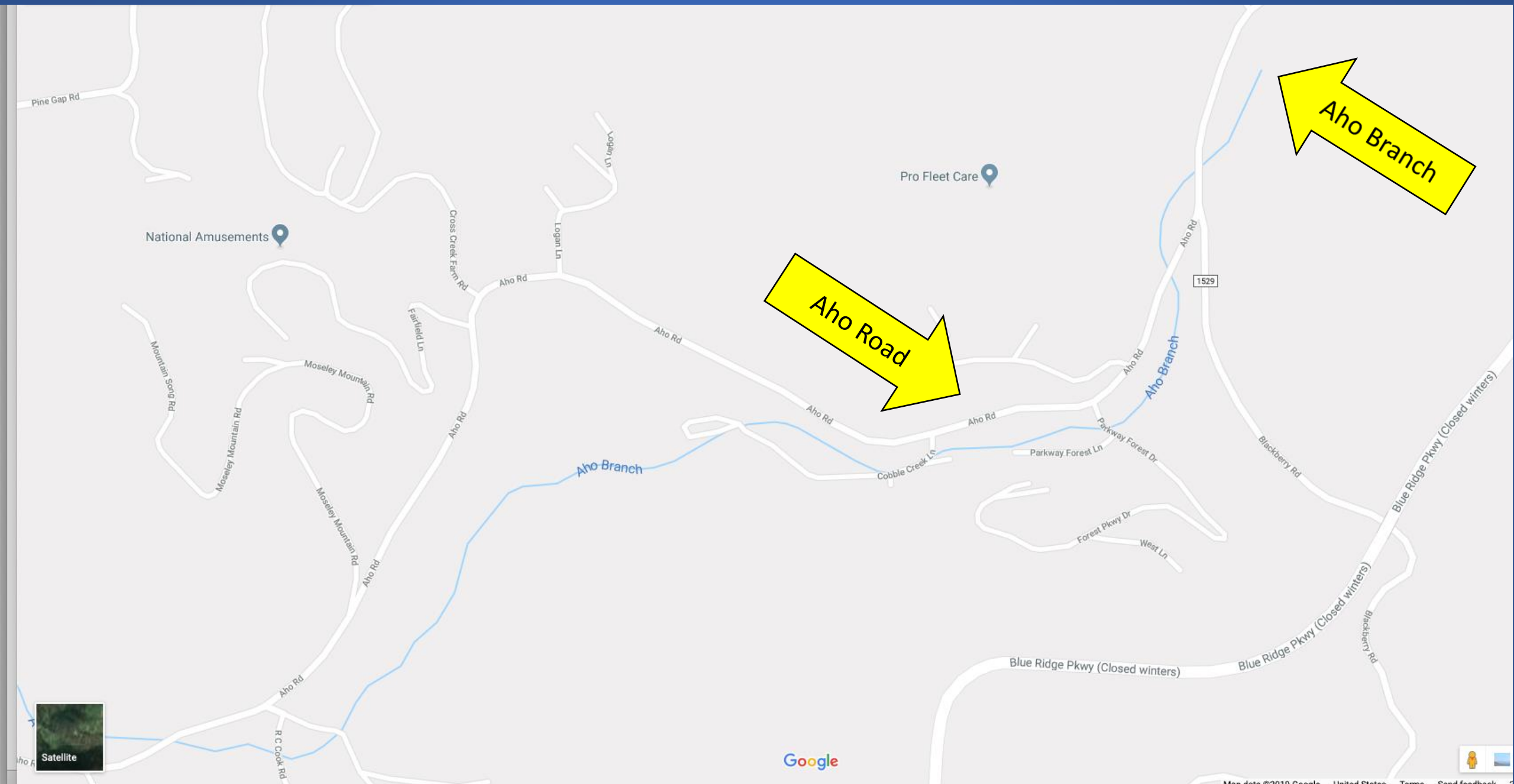
What does  
Convergence  
look like to  
you?











Aho Branch

Aho Road





Boone, NC

Aho Branch

Appalachian  
State  
University

Appalachian Ski Mtn

Tweetsie Railroad

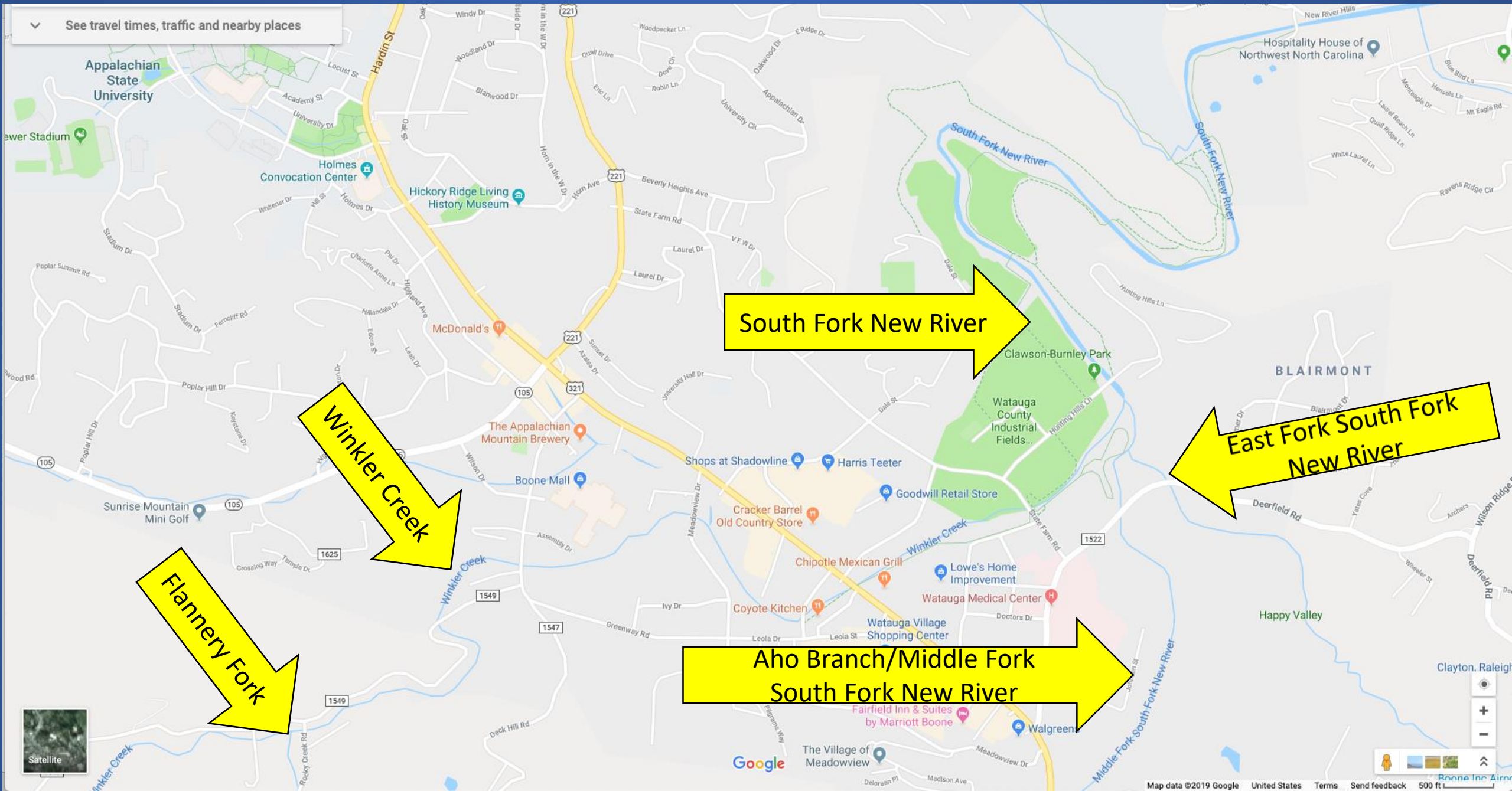
Mystery Hill

Moses H Cone  
Memorial Park

Google



See travel times, traffic and nearby places



South Fork New River

Winkler Creek

Flannery Fork

Aho Branch/Middle Fork  
South Fork New River

East Fork South Fork  
New River

Satellite

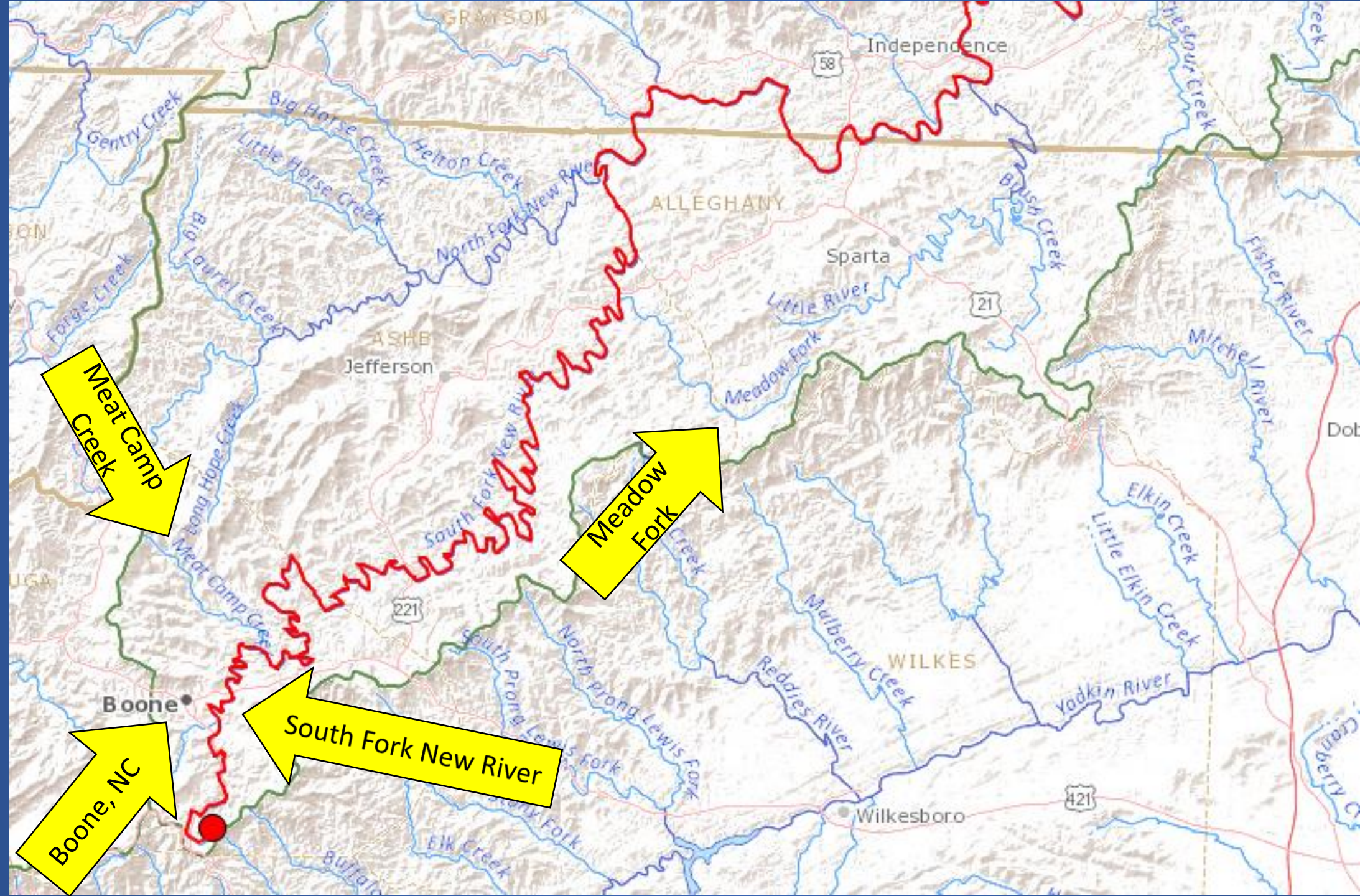
Google

The Village of  
Meadowview

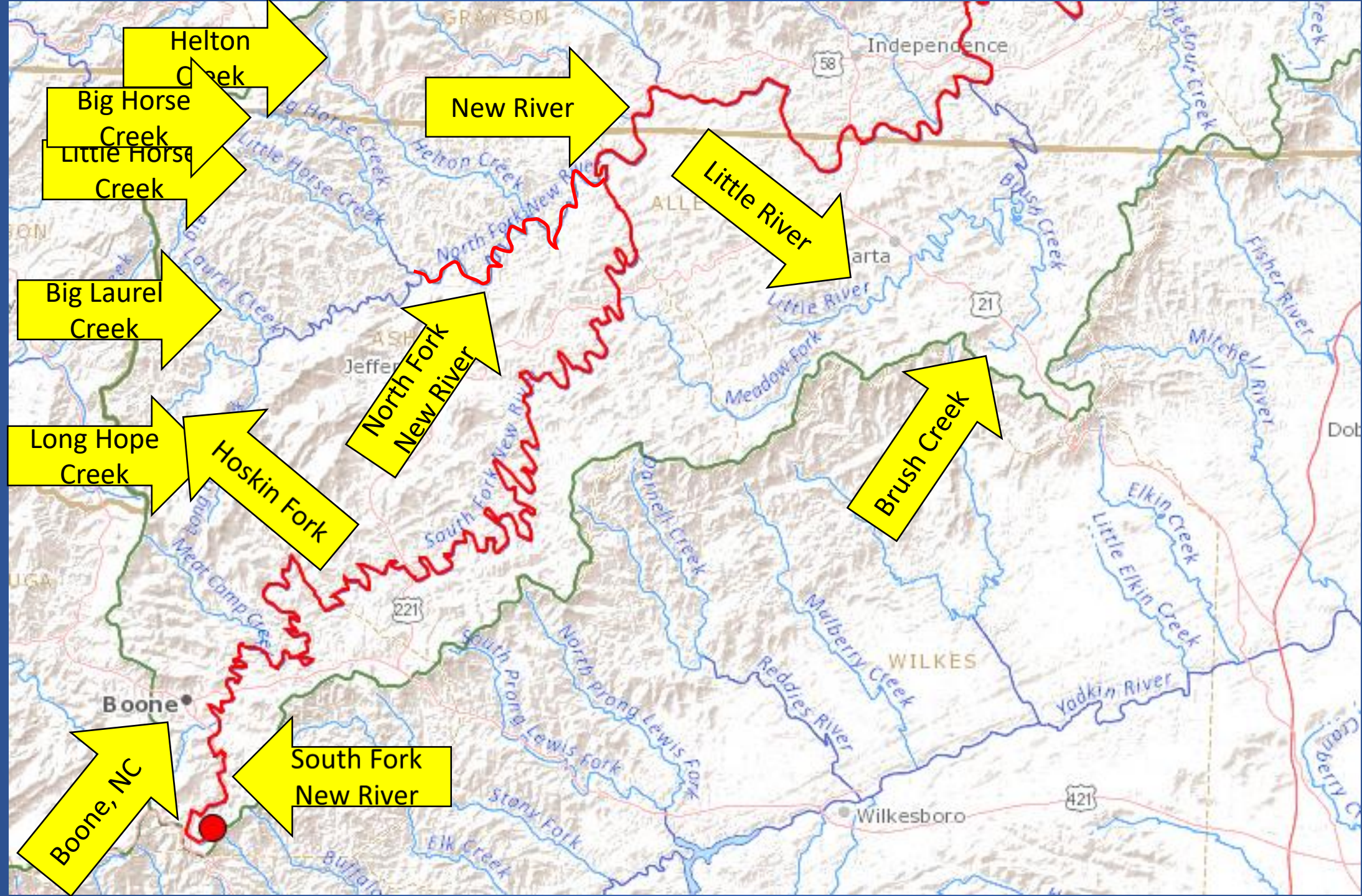
Fairfield Inn & Suites  
by Marriott Boone

Walgreen

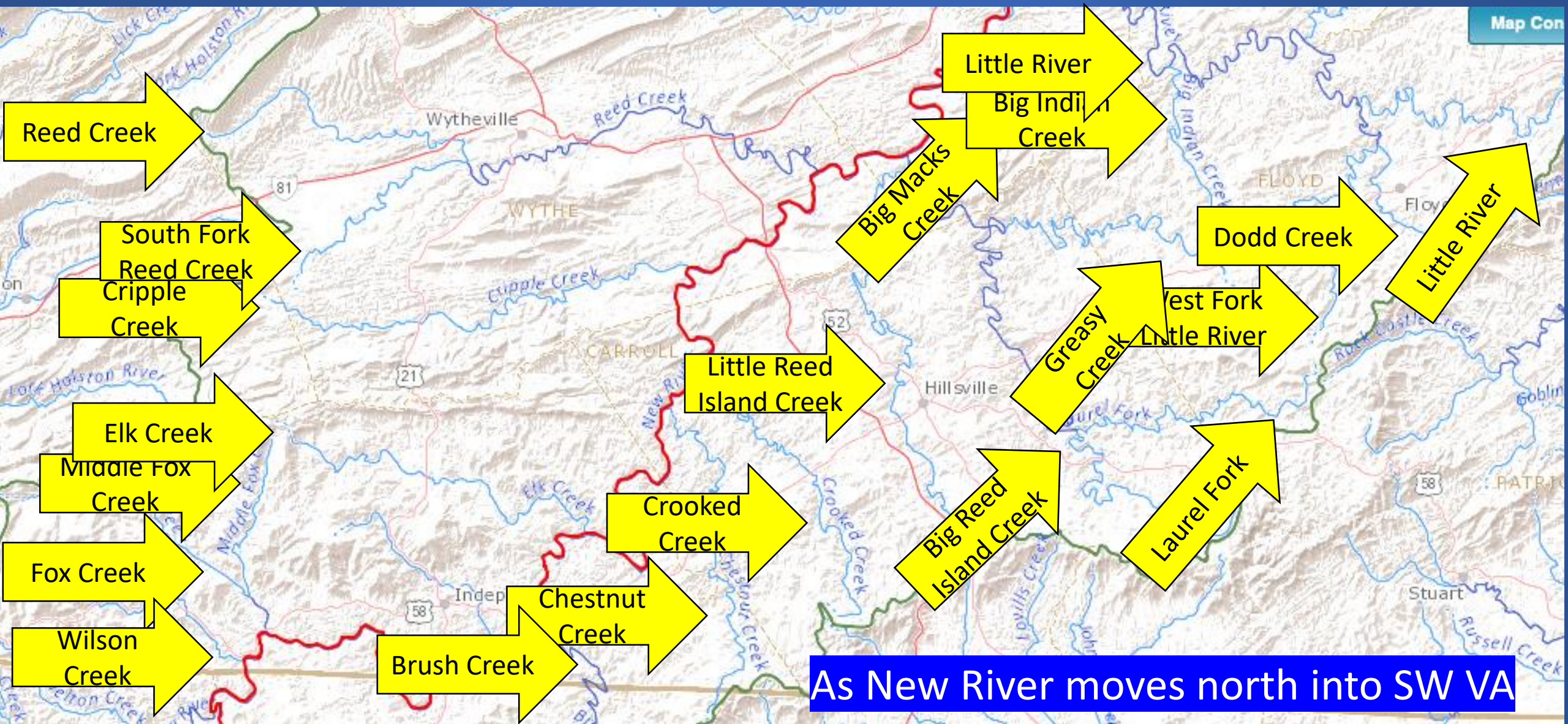








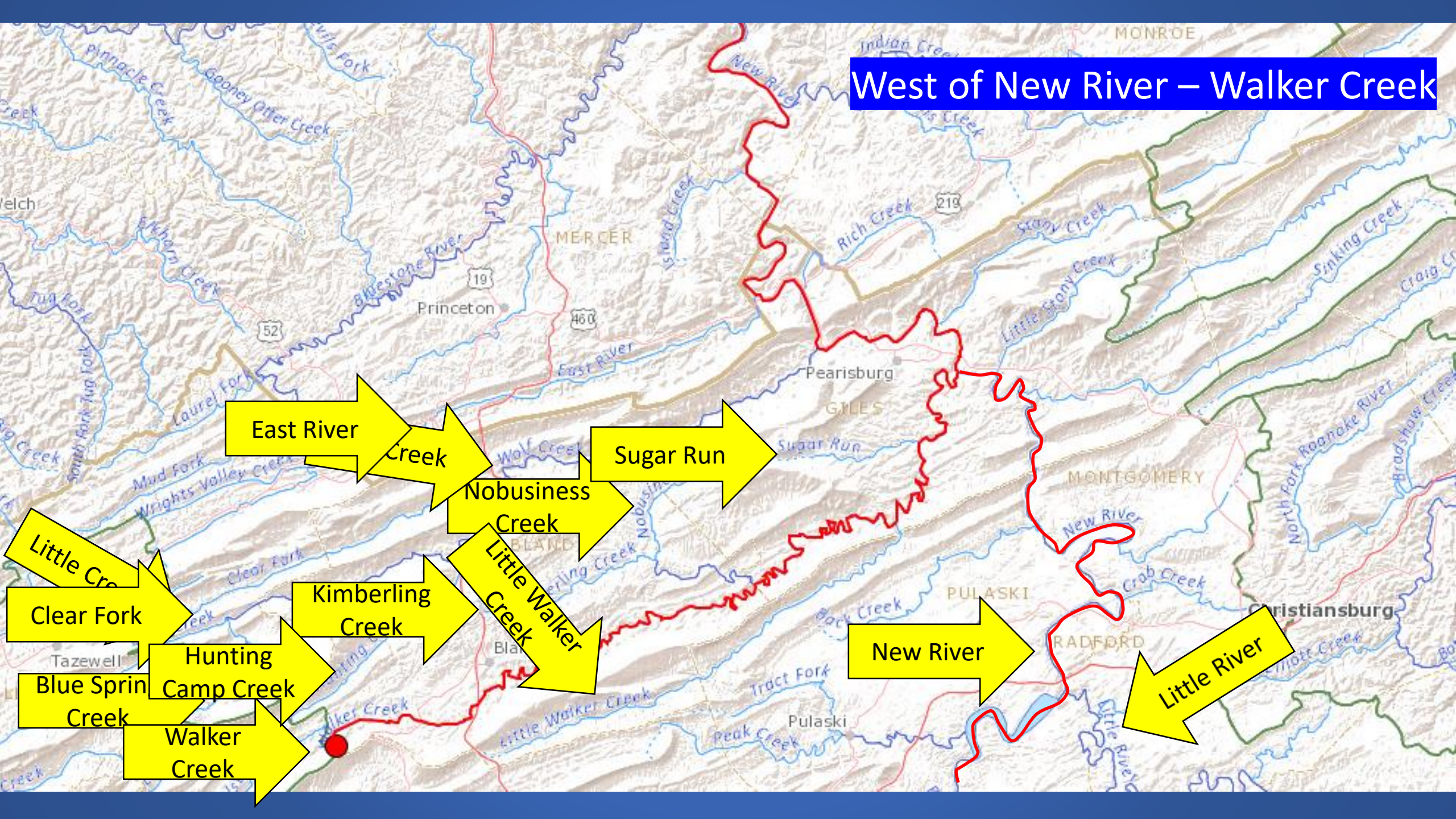




As New River moves north into SW VA



# West of New River – Walker Creek

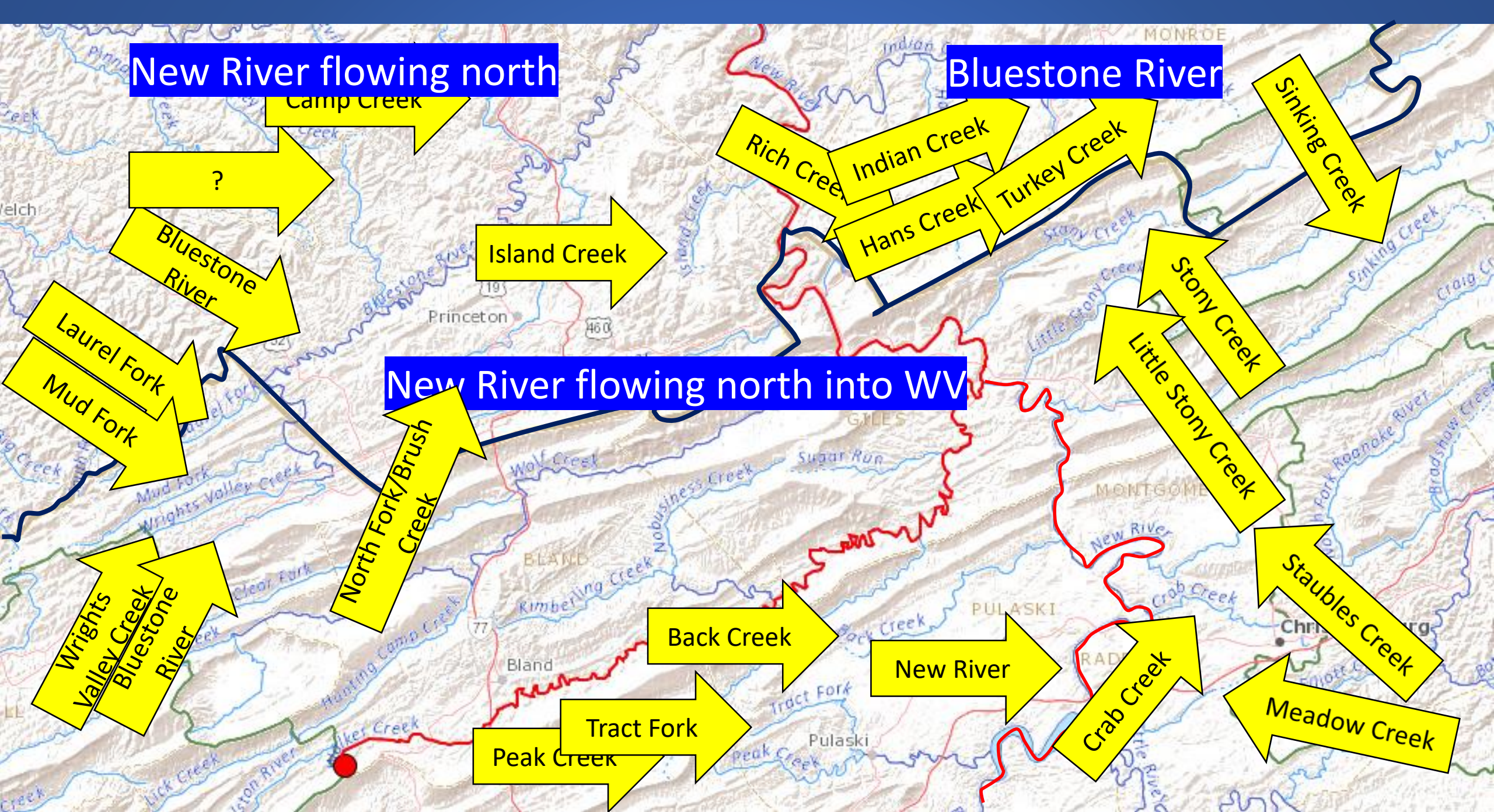




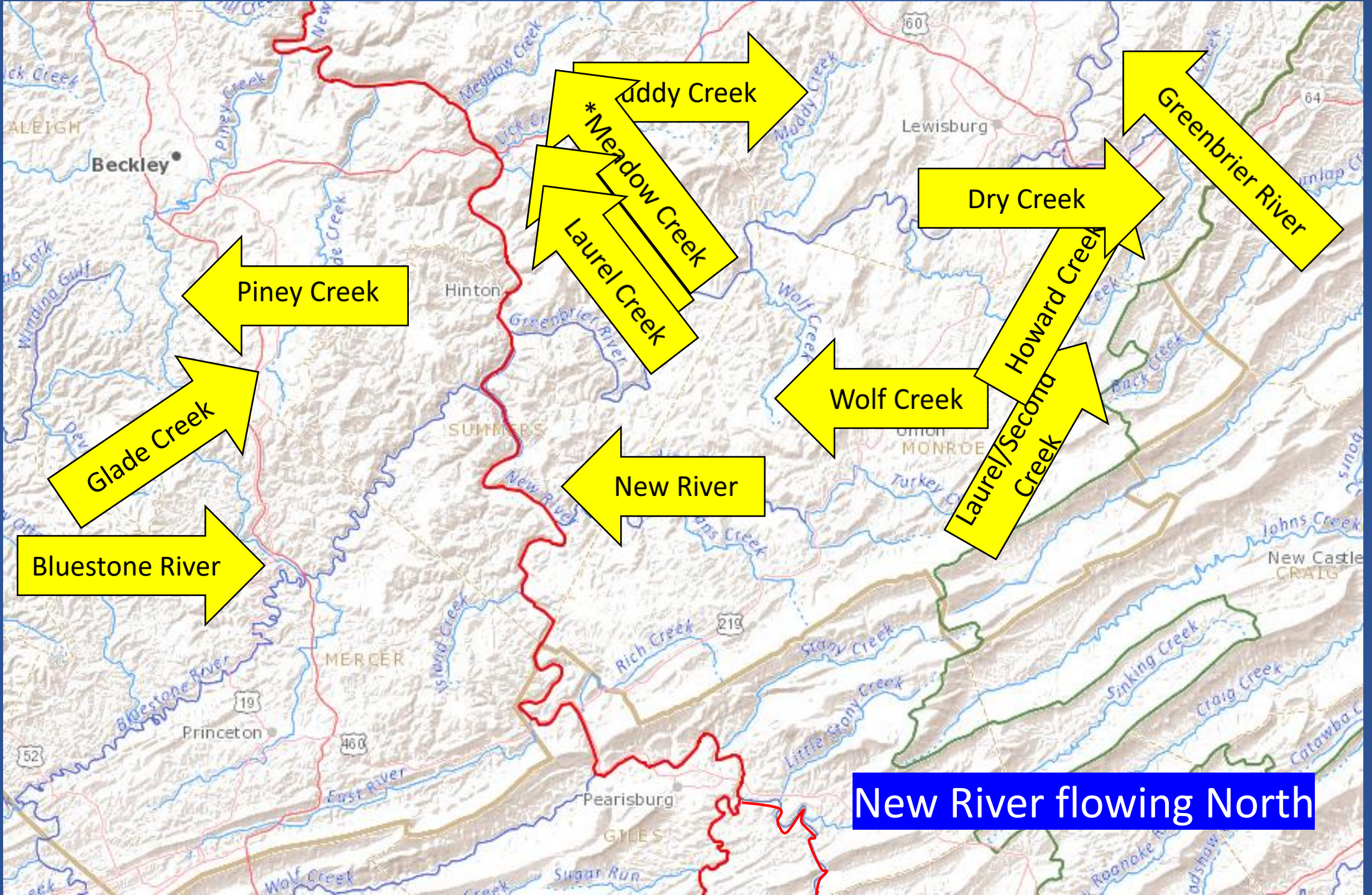
# New River flowing north

# Bluestone River

# New River flowing north into WV







Piney Creek

Glade Creek

Bluestone River

Addy Creek

\*Meadow Creek

Laurel Creek

New River

Wolf Creek

Dry Creek

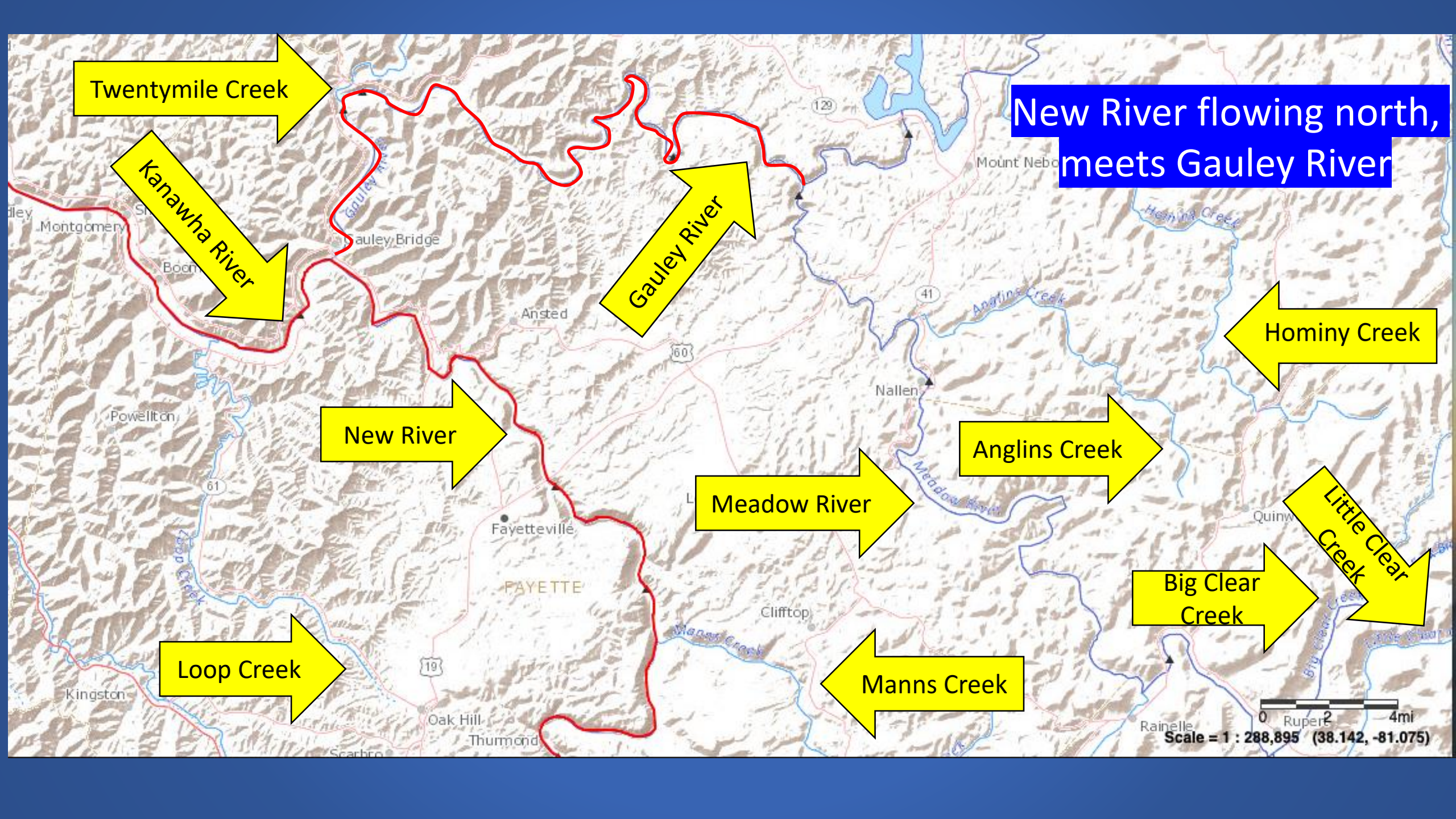
Greenbrier River

Howard Creek

Laurel/Second Creek

New River flowing North





Twentymile Creek

Kanawha River

New River

Loop Creek

Gauley River

Meadow River

Manns Creek

Anglins Creek

Hominy Creek

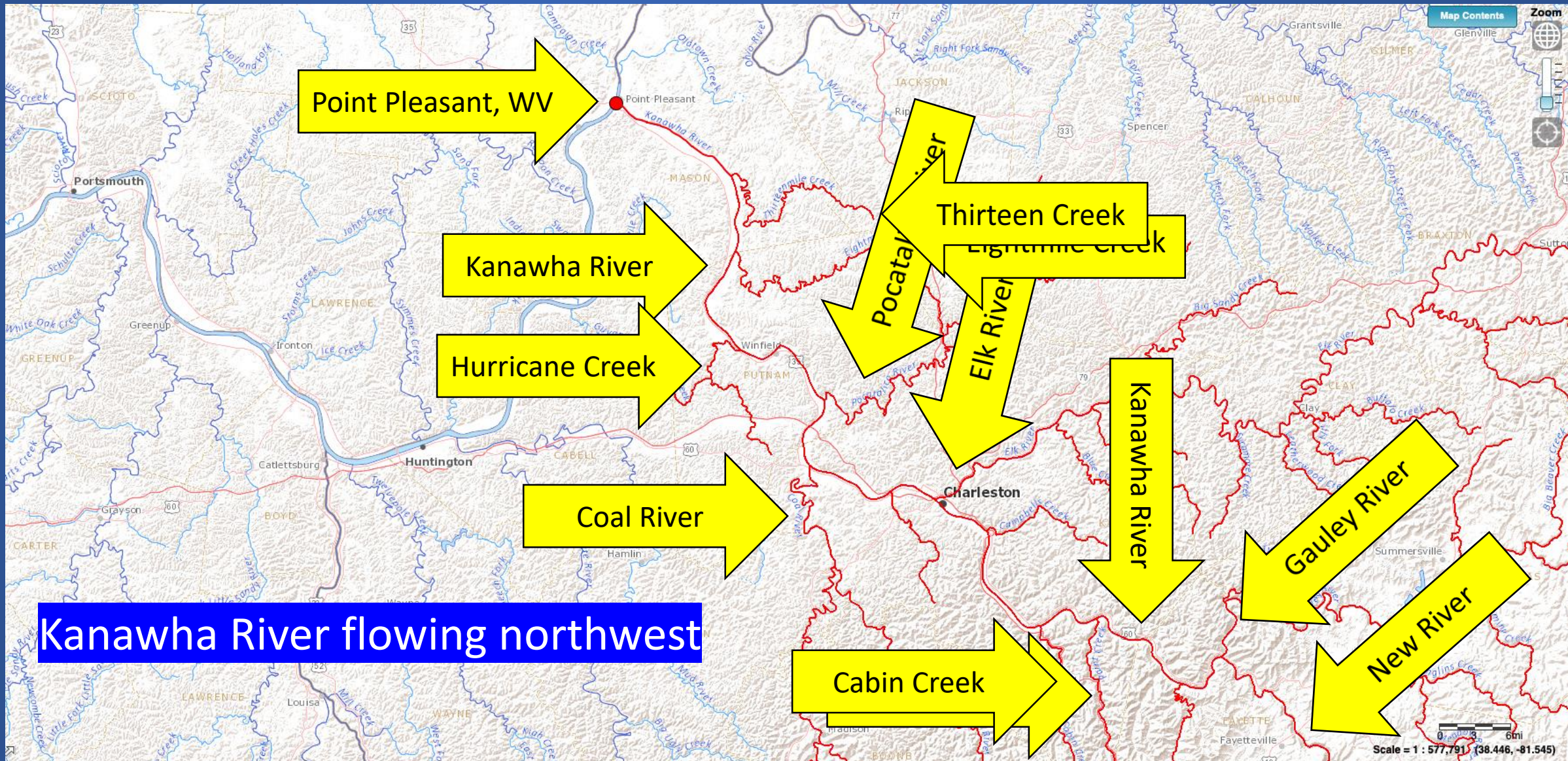
Little Clear Creek

Big Clear Creek

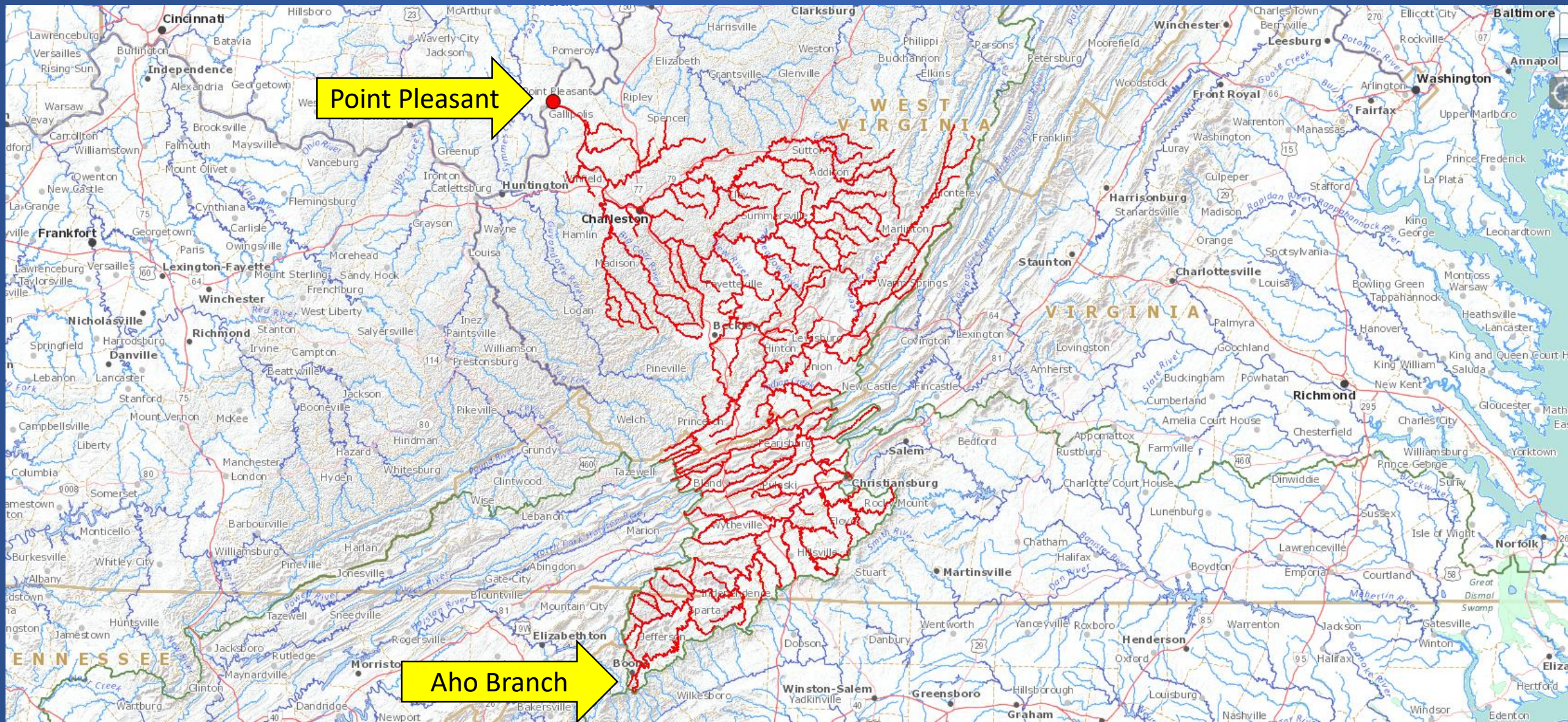
New River flowing north,  
meets Gauley River

0 2 4mi  
Scale = 1 : 288,895 (38.142, -81.075)

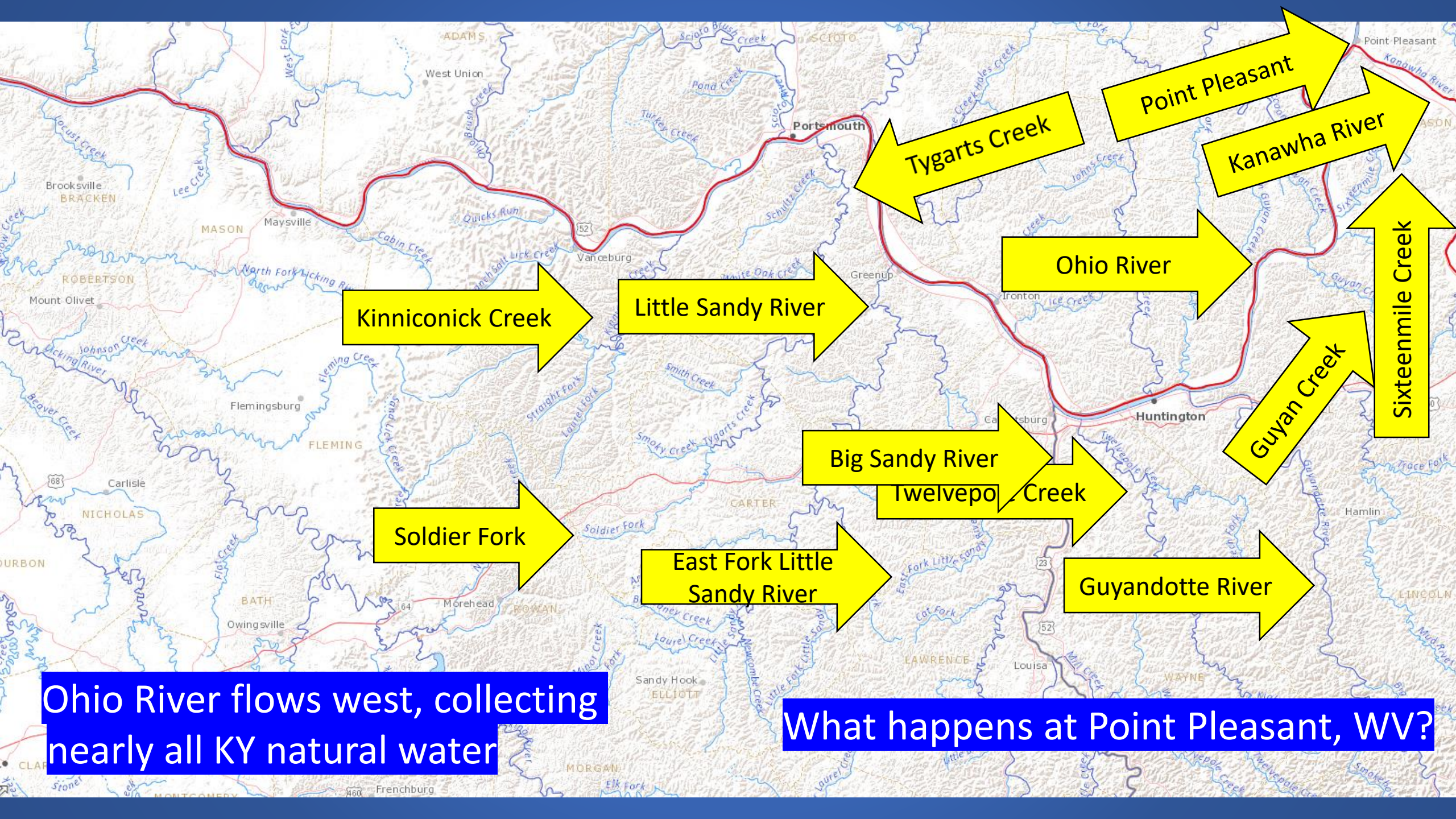












Kinniconick Creek

Little Sandy River

Soldier Fork

East Fork Little Sandy River

Tygarts Creek

Big Sandy River

Twelvepole Creek

Guyandotte River

Point Pleasant

Kanawha River

Guyan Creek

Sixteenmile Creek

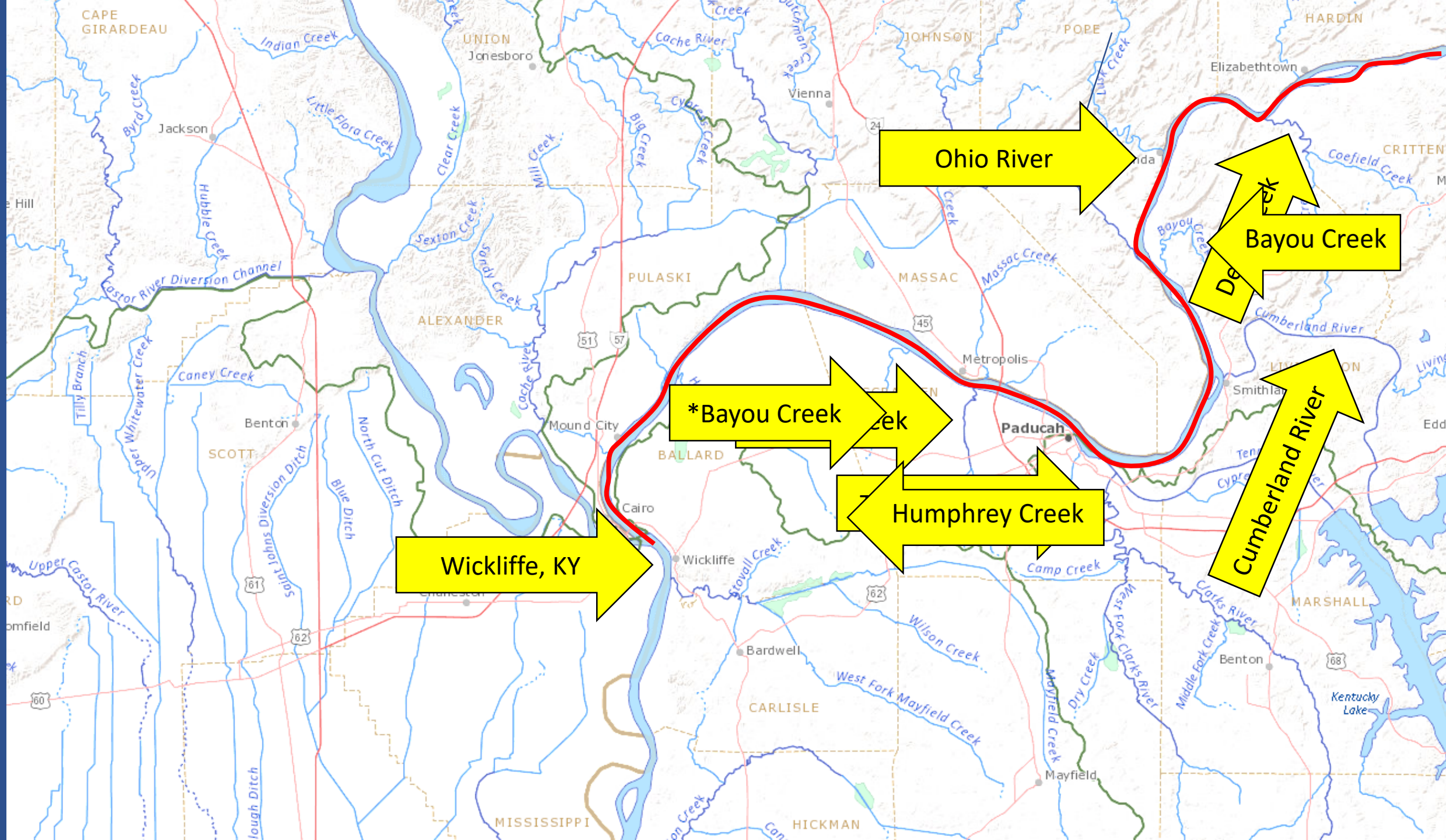
Ohio River flows west, collecting nearly all KY natural water

What happens at Point Pleasant, WV?









Ohio River

Bayou Creek

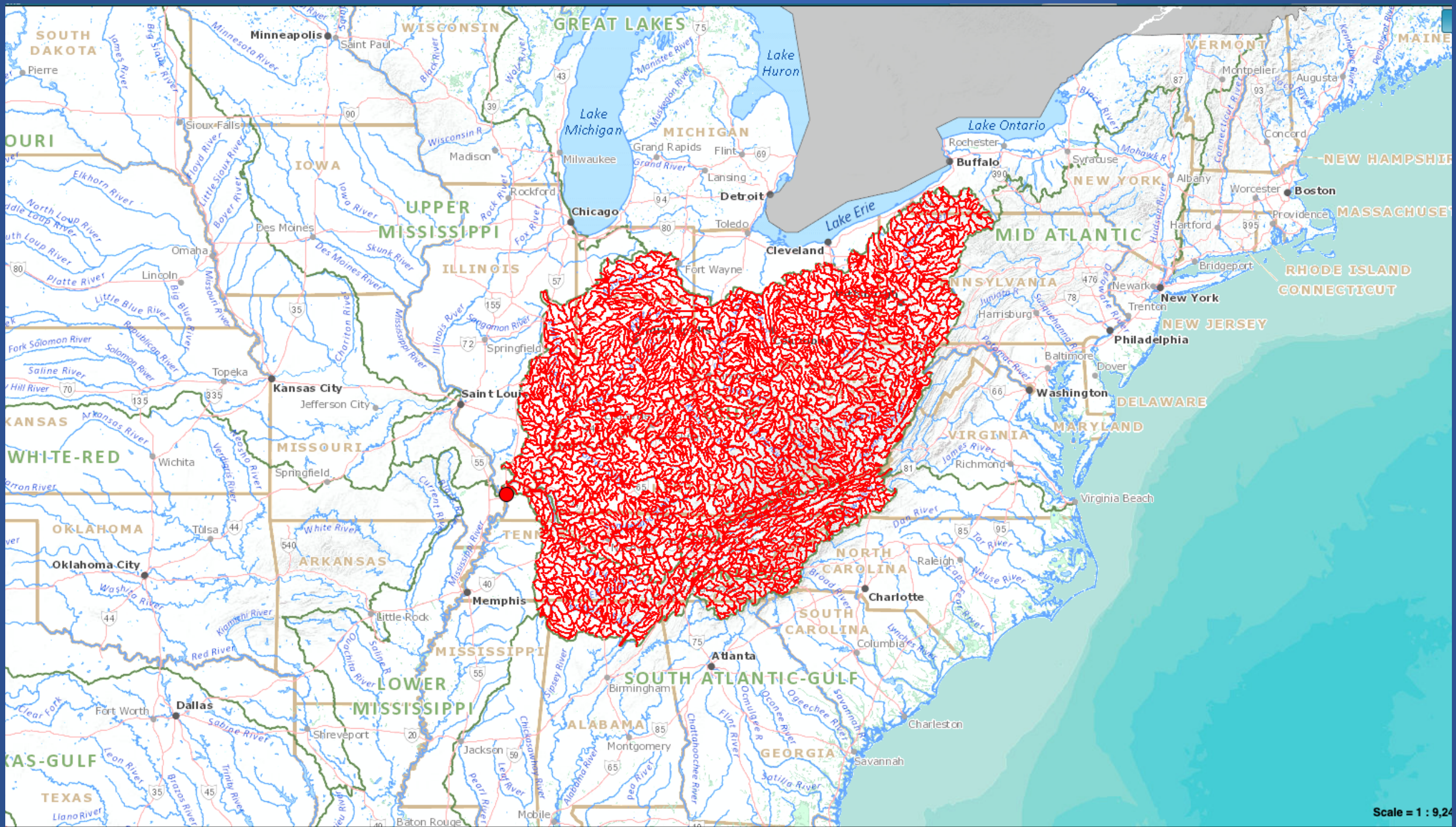
Cumberland River

Humphrey Creek

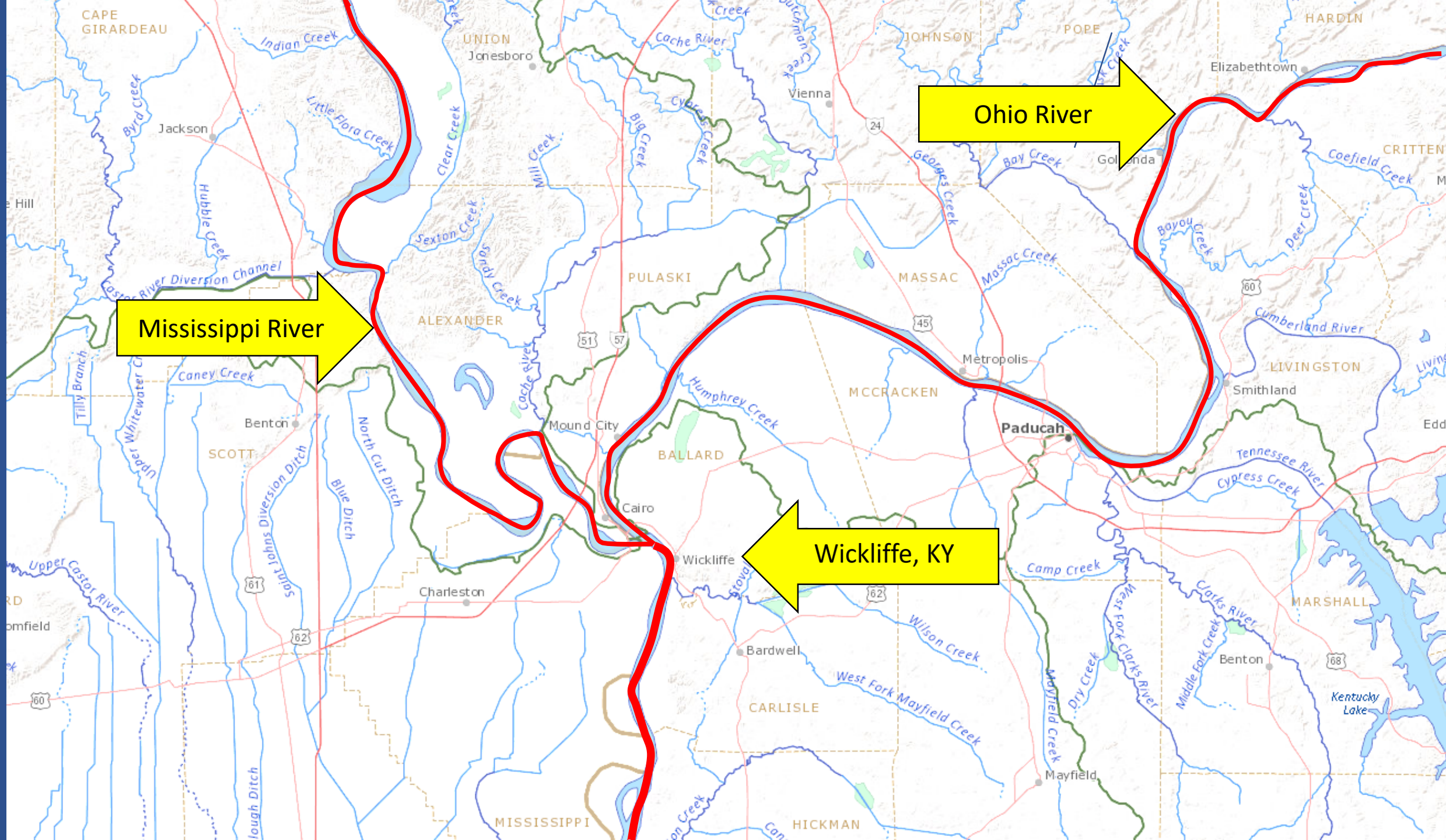
\*Bayou Creek

Wickliffe, KY









Ohio River

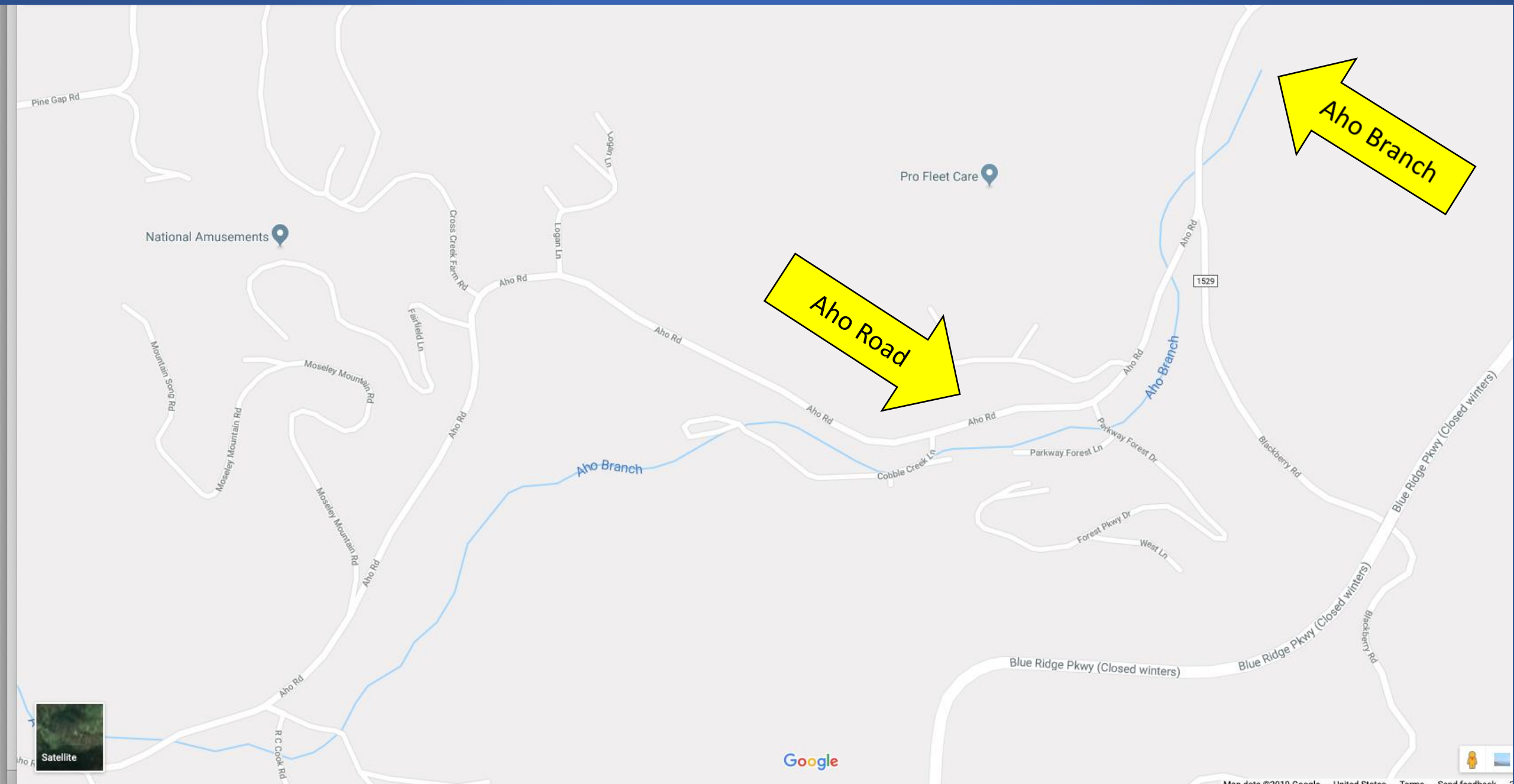
Mississippi River

Wickliffe, KY









Aho Branch

Aho Road





What does this have to do with Convergence?



# Facilitating Convergence

1. Stay curious
2. Be a resource
3. Admit what you don't know
4. Give YOUR best



# Facilitating Convergence

1. Stay curious
2. Be a resource
3. Admit what you don't know
4. Give YOUR best



# Social Researcher, Author

- Enlightened Leadership
- Questions – answers are in the room
- Quality of information we get is dependent on the quality of questions we ask





• Polling



# Questions

- Greatest challenge in telehealth?
- Greatest success?
- One question you've been asking yourself related to your role?





# Facilitating Convergence

1. Stay curious
2. Be a resource
3. Admit what you don't know
4. Give YOUR best











R. Mark Crowe











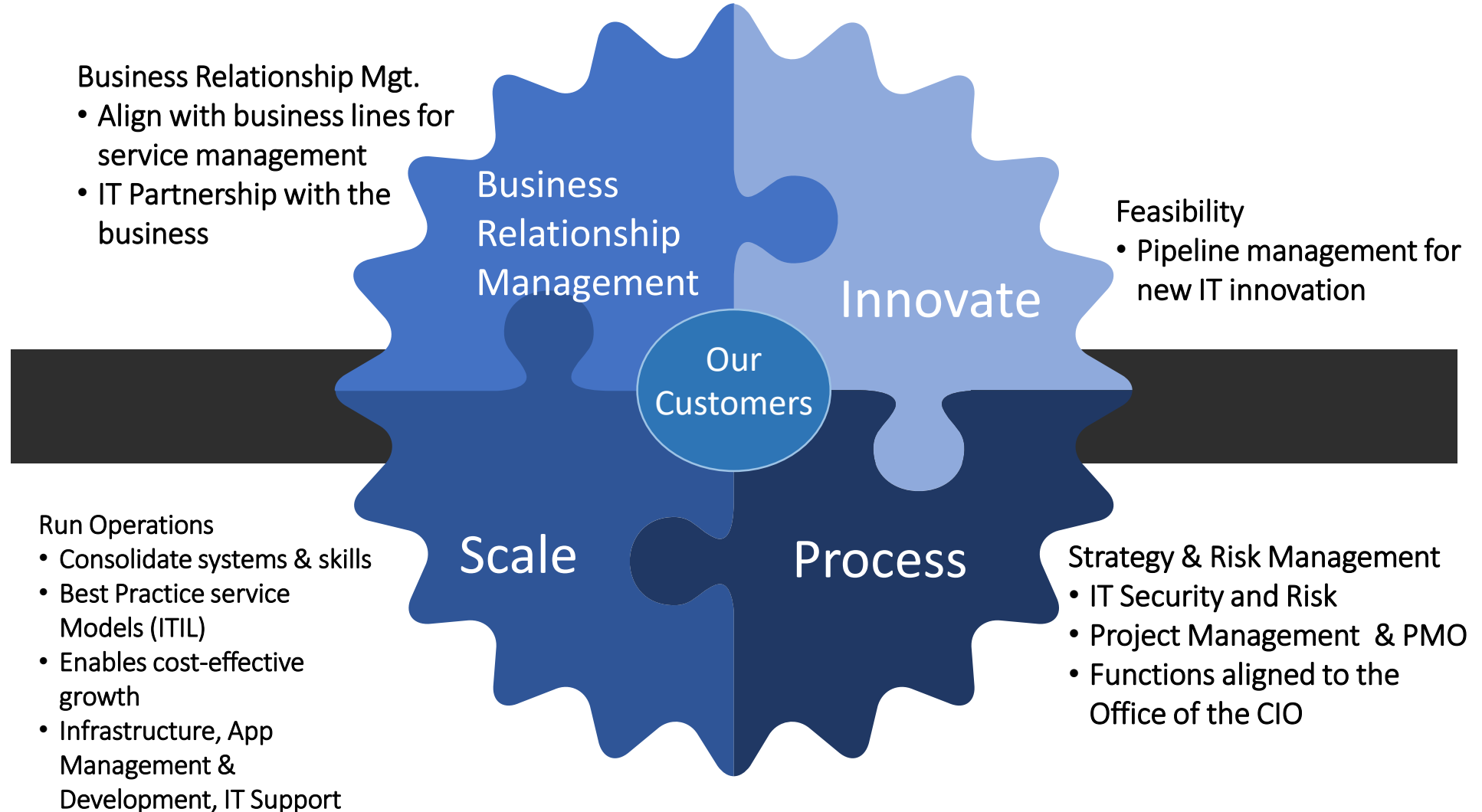


“Is it just me, or is IT a pain in the [backside] in every organization?”

- Business Relationship Managers
- Attending meetings, talking with execs, learning and understanding strategic goals, create value plan to meet those goals (value proposition)
- Surgeon with problem talks to BRM
- Value plan is brought to IT evaluation board. Prioritize it and see what they can do to meet it
- Goes to Scale people who understand technology broad and deep



# New IT Organization: How We Fit Together









What does Convergence look like to you?

# Facilitating Convergence

1. Stay curious
2. Be a resource
3. Admit what you don't know
4. Give YOUR best



**COMPUSA**

What does Convergence look like to you?



# Facilitating Convergence

1. Stay curious
2. Be a resource
3. Admit what you don't know
4. Give YOUR best













I wanted you, I hired you



What does Convergence look like to you?

THIS is what CONVERGENCE looks like





# Facilitating Convergence

- Stay curious
- Be a resource
- Admit what you don't know
- Give YOUR best

# Facilitating Convergence

## Stay curious

- World's most interestED man or woman
- Answers are in the room
- None of us is as smart as all of us
- “What is your greatest challenge in telehealth?”



# Facilitating Convergence

## Be a Resource

- Trust your experience
- Trust your gut
- Trust your ability to make a difference
- Trust what you feel you should share

Jeffrey Luftig





Understanding the equipment, the materials...combined with statistics and applied research...plus the education expertise...**all came together in a very serendipitous way. I could not have planned it. But that's the way it came out.**



Rob Sprang

“I think many people in the room find that everything they did before telehealth was serendipitous because none of us prepared for a career in telehealth. Our individual experiences simply led us to a chance meeting with telehealth.”





# Steve North

- Applying for med school
- Teacher – saw needs
- Med school
- Telehealth



# Facilitating Convergence

## **Admit what you don't know**

- We are at our sharpest when we're in over our heads – Liz Wiseman
- If we do this, we can ask the right questions



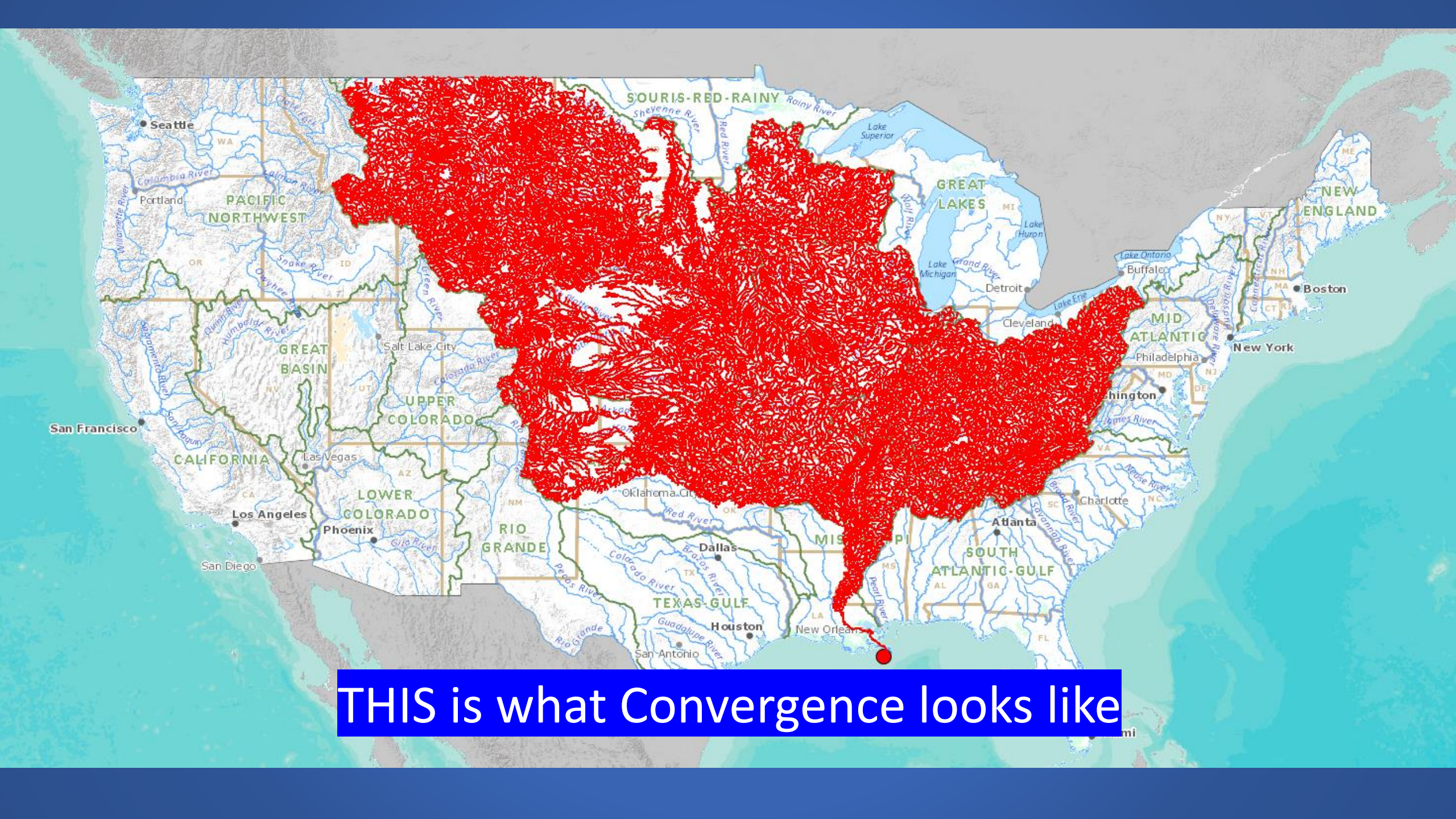
# Facilitating Convergence

## **Give Your Best**

- No one else can fill your role
- Gifts, talents, abilities, background
- It's what we need – streams don't question

# What does Convergence look like?





THIS is what Convergence looks like





THIS is what Convergence looks like



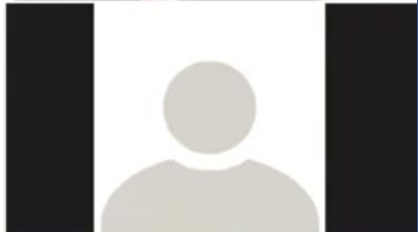
# Panel introductions and housekeeping items

- Panel

- Tim Bickel, University of Louisville
- Rob Sprang, University of Kentucky

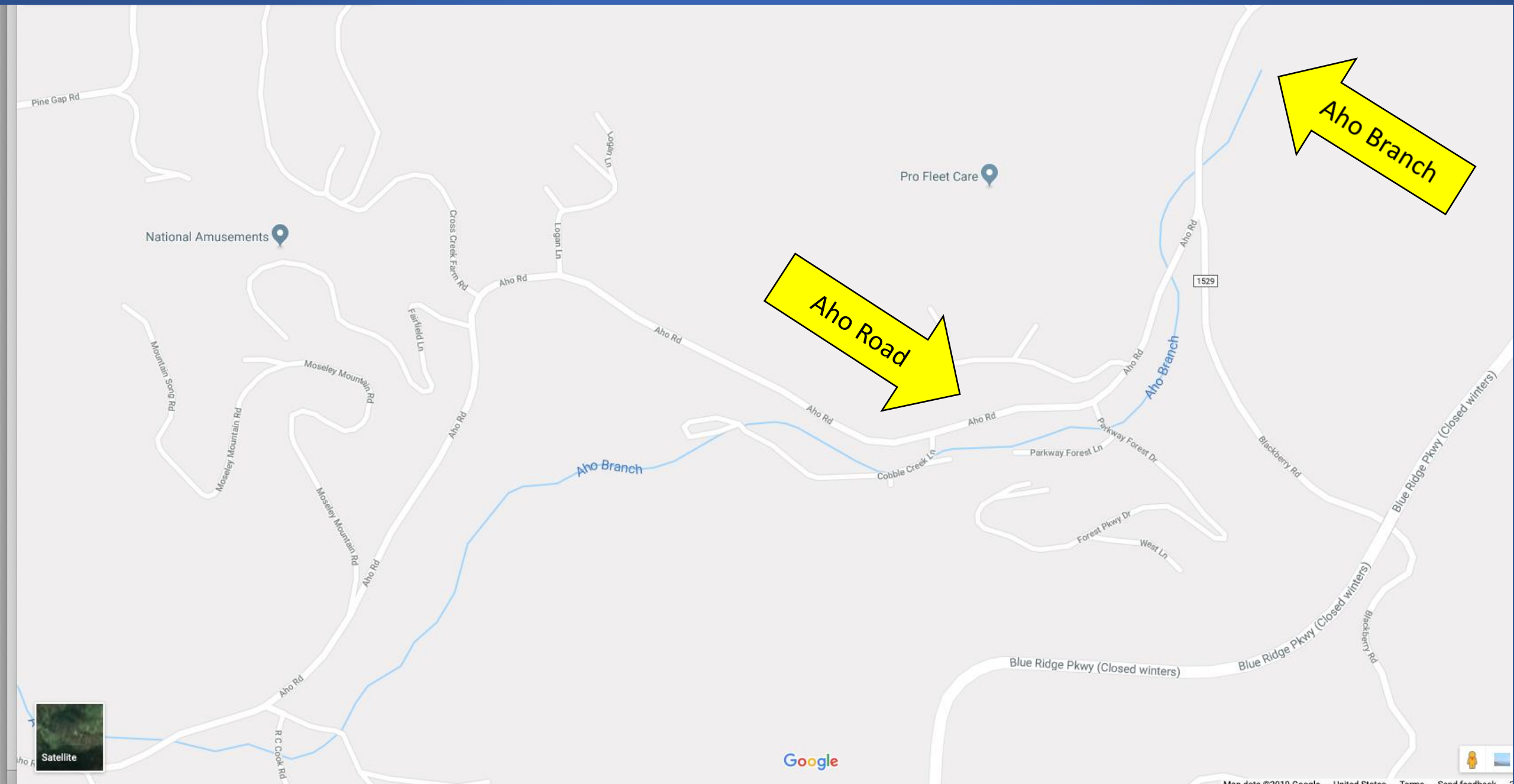
THIS is also what  
Convergence  
looks like

KORH









Aho Branch

Aho Road



What does Convergence look like  
to you?



# Jeffrey Luftig

“I executed the opportunities that came along that allowed me to leverage [my education and experience]. Edison once said that in life everyone is presented with the same number of opportunities; most people don’t take advantage of them because opportunity usually shows up in overalls looking like work.”



# Let's get to work



[www.brandonpipkin.com](http://www.brandonpipkin.com)